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Message Text

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ORIGIN EB-07

INFO OCT-01 EUR-12 ISO-00 CIAE-00 DODE-00 PM-03 H-01

INR-07 L-02 NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15

USIA-06 CAB-02 COME-00 DOTE-00 FAA-00 TRSE-00 ERDA-05

SAJ-01 /071 R

DRAFTED BY NSC:DELLIOTT/EB/ITP/EWT:JMGREGORY, JR.
APPROVED BY EB/ITP:MWGLITMAN
EUR/SOV:MR. COLBERT
EB/AV:MR. GORDON
C:MR. SHINN
S/S-O:PJOHNSON
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P R 242346Z FEB 75
FM SECSTATE WASHDC
TO AMEMBASSY MOSCOW PRIORITY
INFO USMISSION OECD PARIS

C O N F I D E N T I A L STATE 041766

E.O. 11652: GDS

TAGS: ESTC, COCOM, US, UR

SUBJECT:US AIR TRAFFIC CONTROL SYSTEM TO USSR

REF: A. COCOM DOC (74)2582 B. A-8890 (NOVEMBER 29, 1974)

1. FOLLOWING IS BACKGROUND STATUS REF. CASE:

A) USSR MINISTRY OF CIVIL AVIATION (MCA) HAS INDICATED STRONG TECHNICAL PREFERENCE TO ACQUIRE SPERRY-UNIVAC ARTS III TERMINAL AIR TRAFFIC CONTROL (ATC) SYSTEM FOR MOSCOW, LENINGRAD, AND MINERAL'NYYE VODY. THIS $40 MILLION DEAL WOULD BE OPENING FOR FUTURE ATC SALES IN USSR AND OTHER EAST EUROPEAN COUNTRIES. EVENTUAL MARKET
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FOR US INDUSTRY COULD EXCEED $1 BILLION.

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B) MCA HAS RECENTLY INDICATED TO SPERRY-UNIVAC THAT HIGHER AUTHORITY HAS DIRECTED THAT "FOR POLITICAL REASONS, MCA SHOULD NOT COMMIT NOW TO THE ARTS III, BUT CONTINUE TO EXAMINE OTHER SOURCES FOR THE ATC SYSTEM, PARTICULARLY EUROPEAN."

C) FAA ADMINISTRATOR BUTTERFIELD BELIEVES THAT COOPERATION IN ATC IS THE CORNERSTONE OF US-USSR COOPERATION IN AVIATION MATTERS UNDER THE TRANSPORTATION BILATERAL. BOTH

FAA AND US ATC INDUSTRY ARE HIGHLY CONCERNED OVER THE POSSIBILITY OF THE FAILURE OF THE SOVIET DEAL.

D) CREDIT AVAILABILITY HAS NOT BEEN RAISED AS AN ISSUE.

E) US HAS GIVEN APPROVAL FOR AN EXPORT LICENSE. COCOM IS STILL CONSIDERING MATTER, BUT CLEARANCE CAN BE EXPECTED.

2) JERRY SQUIRES AND ROM SLIMAK OF SPERRY-UNIVAC WILL BE SEEING KIRILLIN, WHO IS FAMILIAR WITH ATC DEAL, ON FEBRUARY 27 TO TRY TO OBTAIN A BETTER UNDERSTANDING OF THE SOVIET PROBLEM. REQUEST EMBASSY OFFER APPROPRIATE SUPPORT FOR THEIR DISCUSSIONS IF, AS EXPECTED, THEY CALL ON EMBASSY.

3) DEPARTMENT AND NSC OFFICERS HAVE BEEN UNDER THE IMPRESSION THAT MCA WAS DEFERRING CONTRACT SIGNING UNTIL IT COULD BE CERTAIN THAT USG WOULD LICENSE THE EXPORT. HOWEVER, MCA STATEMENT 1B ABOVE INTRODUCES A NEW FACTOR CONCERNING WHICH WE WOULD APPRECIATE EMBASSY ANALYSIS IN THE LIGHT OF THE SPERRY-UNIVAC DISCUSSIONS TOGETHER WITH YOUR VIEWS ON THE ADVISABILITY OF EMBASSY INTERVENTION AT POLITICAL LEVEL IN SUPPORT OF THE TRANSACTION. KISSINGER

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Type: TE
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